

LICENSEE

News & Updates from the Virginia Department of Alcoholic Beverage Control, Spring 2013, Issue 19.1

Craft Distilleries on the Rise

ASK SCOTT SHUMAKER about moonshine and he gets fired up.

As majority owner of Appalachian Mountain Spirits, Shumaker, who goes by the nickname "Mash," knows quite a bit about the shine. His company operates Virginia Sweetwater Distillery in Marion, the most recently licensed (legal) distillery in the commonwealth. Two of his products, Virginia Sweetwater Whiskey (a moonshine) and War Horn Whiskey, make their debut with a limited listing in selected ABC stores this month.

Less than a year ago, Shumaker, a semi-retired air conditioning contractor, filed an application with ABC for a limited production (5,000 gallons or less) distilled spirits license. The application was reviewed, the required inspections completed and a license was granted in October. He fired up his 30-gallon still named Kelsey and started making 25 gallons of distilled spirits a week.

Shumaker's business is one of just 17 licensed distilleries in Virginia. With a limited production license, Virginia Sweetwater Distillery joins the ranks of the commonwealth's 10 other self-proclaimed craft or artisan distilleries.

Five of these distilleries have applied for limited licenses since January 2012. Also new to the game are Virgilina Distilling Company in Halifax County, The Great Dismal Distillery in Norfolk, Virginia Distillery Company in Lovington and Parched Group in Richmond.

The remaining six Virginia distilleries have unlimited licenses and can legally produce more than 5,000 gallons annually. At this end of the production spectrum is A. Smith Bowman in Fredericksburg. The distillery, nationally known for its moderately priced Virginia Gentleman

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Mary Ahrens, leading a Saturday afternoon tour at A. Smith Bowman distillery in Fredericksburg, introduces visitors to Bowman's 1,800-gallon copper still also called "Mary."

Important Information for Wine and Beer Wholesalers

The Bureau of Law Enforcement has issued new circular letters to clarify regulations about prices charged to wholesale distributors by wineries and breweries (13-01) and wholesaler participation in retail-sponsored wine dinners (13-02). To view these circular letters, go to www.abc.virginia.gov and click on "Licensee Newsletter" under Quick Links. The letters will also be published in full in the next issue of the *Licensee* newsletter.



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Spring 2013 ■ Issue 19.1

Licensee is a quarterly publication for licensees of the Virginia Department of Alcoholic Beverage Control (ABC).

Virginia ABC is one of 14 state law enforcement agencies under the office of public safety.



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VIRGINIA DEPARTMENT OF
ALCOHOLIC BEVERAGE CONTROL

ENFORCEMENT MESSAGE



HIGH SCHOOL AND COLLEGE students up and down the eastern seaboard are gearing up for annual rites of passage—spring formals, proms, graduations and beach weeks. The celebrations associated with these events are often unsupervised by parents.

For licensees this can mean an influx of underage business and an increased vigilance in staying compliant.

We realize that these events are “traditions” for many students and have become rites of passage for growing numbers of youth. And we know without a doubt that underage drinking happens.

According to a 2011 University of Michigan study published in the Journal of Youth and Adolescence college freshman are four times more likely to engage in binge drinking while on spring break. A similar study by the university said 75 percent of

males and 43 percent of females reported being intoxicated on a daily basis during spring break.

These underage youth are clearly getting access to alcohol. We need your help in limiting this access and keeping these springtime celebrations safe for our young people. I encourage you to partner with us in this effort.

These underage youth are clearly getting access to alcohol. We need your help in limiting this access and keeping these springtime celebrations safe for our young people. I encourage you to partner with us in this effort.

Be aware of underage buyers looking to make an illegal purchase. Be vigilant in checking IDs carefully.

During ABC's Fiscal Year 2012, alcohol compliance rates for retail licensees dropped 3.21 percent from 90.28 percent to 87.07 percent the year before. Enrollment in our Responsible Sellers & Servers Program (RSVP) classes dropped slightly to 1,508 participants in Fiscal Year 2012 from the 1,511 in Fiscal Year 2011.

Do your part to keep our high school and college students safe. Enroll your sellers and servers in our compliance training classes. We offer these classes throughout the state free of charge and there are upcoming classes in your area. (See page 8.)

As the weather warms and our high school and college students begin to make plans for these celebrations, partner with us to keep them safe if they arrive at your business.

On behalf of our 125 sworn officers, I thank you for your partnership in keeping underage Virginians alcohol free.

— Director Shawn Walker, ABC Bureau of Law Enforcement

ABC'S Newest Stores

Store 094 (Ashburn)
Store 204 (Cumberland)
Store 042 (Mount Vernon)
Store 375 (Tackett's Mill)

For a complete listing of all ABC stores, visit www.abc.virginia.gov and click “ABC Store Locator.”

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ABC Crimeline: (866) 437-3155

Checking IDs

THE ABC BUREAU OF Law Enforcement receives inquiries on a consistent basis about the law on checking IDs. The Bureau conducts free training for licensees that covers this popular topic.

Q: Does the law require that sellers and servers must always check ID?

A: The law states a customer must be at least

- 21 to purchase alcohol and
- 18 to purchase tobacco products.

Beginning July 1, Virginia Code Section 4.1-304 has a new subsection that makes it a Class 3 misdemeanor if any person sells an alcoholic beverage to someone who is less than 21 years of age, and at the time of the sale, the seller does not require bona fide evidence that the buyer is 21 years of age or older.

Subsection B goes on to describe what kind of identification is required. A Class 3 misdemeanor is punishable by a fine of up to \$500.

Subsection A remains substantially the same: it is a Class 1 misdemeanor to sell alcoholic beverages to an individual, when at the time of such sale, the seller knows or has reason to believe that the buyer is less than 21 years of age. A Class 1 misdemeanor is punishable by confinement in jail for up to twelve months and a fine of up to \$2,500, either or both.

Further, a proper ID includes: a valid driver's license issued by any state in the United States or the District of Columbia, armed forces identification card, U.S. passport or foreign government visa, valid special identification card issued by the Virginia Department of Motor Vehicles, or any valid identification issued by any other federal or state government agency, excluding student university and college identification cards.

The ID must contain a photograph and signature and include the individual's height, weight and date of birth. Make sure the ID hasn't expired and hasn't been tampered with or altered. Also, the photograph and physical description on the ID should be consistent with the appearance of the person. ■

R U Old Enough?

Virginia ABC developed a four-minute training video, "Ask 4 ID," to help sellers and servers prevent underage alcohol and tobacco sales. View the training video at www.YouTube.com/vaabc.

A New Method for Wholesalers to Report Invalid Checks

ABC HAS IMPLEMENTED a new reporting system for wholesalers to report invalid checks received from a retail licensee. This system, which went live on the agency's website Feb. 14, offers a convenient way for wholesalers throughout the commonwealth to provide this required information securely and in a timely manner. Paper forms will still be accepted; however, all information on the forms can be provided electronically via the website.

Filing this documentation paperlessly is simple and involves three sections. To access the form:

- Visit www.abc.virginia.gov.
- Select "Law Enforcement" > "Manufacturers & Wholesalers" > "Wholesaler's Dishonored Check Form."

The first section of the form to be filled out is the information of the licensee that submitted the invalid check. The second section is for the submitting wholesaler information. Please include the current contact information for a representative of the wholesale business. The person listed as your representative will be subpoenaed to appear at administrative hearings of licensees cited for writing bad checks to your company. The third section is to provide relevant check information.

A wholesaler shall maintain at his licensed premises a record of all invalid checks received from a retail licensee (including clubs) in payment for wine, beer or beverages. This shall include stop payment orders, insufficient fund reports and/or incomplete electronic fund transfers reported by the retailer's bank. Invalid checks and non-payment notifications, or copies thereof, shall be maintained by the wholesaler for a period of two years for evidence and prosecution purposes. These records will be kept available for inspection by special agents of the Board.

Upon receipt of notice from the licensee's bank that a check has been dishonored or an electronic fund transfer was not completed, the wholesaler will immediately discontinue service to the retail licensee until such time as the check has been honored, or the electronic fund transfer has been completed. The wholesaler shall report to the Board, on forms prescribed by the board or via electronic website, any retailer who fails to honor

the dishonored check, or to complete the incomplete electronic fund transfer, within seven days after receiving notice of same from the licensee's bank. This form is to be forwarded to the Board no later than 30 days from the date the wholesaler is notified of an invalid check.

This system offers a convenient way for wholesalers to provide this required information securely and in a timely manner.

If the first dishonored check or incomplete electronic fund transfer received by the wholesaler from the retailer is made good within the specified seven days, the wholesaler should not notify the ABC Board. If the wholesaler receives a subsequent dishonored check or incomplete electronic fund transfer within 180 days of receipt of the first dishonored transaction, even if it is honored within seven days, the wholesaler is required to notify the board. However, if the subsequent dishonored transaction is received 180 days beyond the issued date of the first transaction the retailer will be given the opportunity to honor the transaction within the seven-day limit, and the wholesaler will not be required to file a report with the Board.

The wholesaler is responsible for submitting correct information on the Wholesalers Report of Dishonored Check(s). If incorrect information is submitted the form will be returned to the wholesaler for correction and resubmission. Agents of the Board will review the wholesalers dishonored check file when performing the wholesaler's periodic inspection review. If the wholesaler is not complying with this policy, appropriate action will be taken.

The Wholesaler Report of Dishonored Check(s) will be sent to the Bureau of Law Enforcement, License Records Management section at the Richmond office where it will be reviewed for accuracy and entered into a computer program.

On receipt of the first notification from a wholesaler of a dishonored check from a retailer for insufficient funds, stop pay-

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ENFORCEMENT HIGHLIGHTS

Licensees Pass with Flying Colors

Hampton special agents visited more than 140 area licensees as part of an "Inspection Blitz" during December and January. Agents inspected licensed establishments that had not been visited within the year to monitor for violations and compliance. Only 14 minor violations were noted resulting in written warnings being issued.

Undercover Operations Thwart Illegal Activities

Chesapeake special agents conducted an undercover operation during December in Norfolk where an illegal homemade "pot still" was offered for sale. The still was seized and the individual was charged with keeping, possessing or storing still or distilling apparatus without a permit, a Class 1 misdemeanor.

In an unrelated case, agents conducted a second undercover operation involving the online illegal sale of alcoholic beverages. Agents purchased alcoholic beverages from a residence in Portsmouth and seized three bottles of Hennessy valued at approximately \$600. A summons was issued for the illegal sale of alcohol.

Alert Agent Responds Even When Off Duty

On January 15 an assistant special agent who was off duty observed two males running from Southpark Mall in Colonial Heights. The males got into a parked vehicle that had the motor running and appeared to be waiting for them. The vehicle drove away abruptly.

The agent followed the vehicle and notified Colonial Heights police dispatch of the suspicious activity. Dispatch advised that two males (one wearing a red jersey) had just stolen various jewelry from a jewelry store. The agent provided a description of the vehicle and occupants inside. The vehicle was stopped by Colonial Heights police officers on Interstate 95 where all suspects were arrested for grand larceny. The driver was wanted for robbery in South Carolina.

Fake IDs Become More Prevalent

During recent enforcement operations special agents from the Staunton region encountered large numbers of underage persons with fake IDs and alcoholic beverages. In an effort to address this issue, agents are offering on-site training to licensees and ABC store employees on fake IDs and are conducting joint ID checking operations with licensees during events. The training encourages licensees and store employees to ask for a second form of ID if a patron presents a questionable form of identification or if the patron appears to be younger than the age on the ID presented. Licensees and store employees are also encouraged to contact their local agent when questions arise so that they can be addressed in a timely manner.

Store Theft Results in Arrest

In response to several shoplifting reports Chesapeake special agents conducted a store security operation at a Virginia Beach ABC store in Holland Plaza. The January operation concluded with the arrest of a male individual caught concealing mixed beverages under his clothing. Five warrants were obtained for petit larceny.

Firearms Training

In January, Special Agent Jerry Dove attended VALOR Training, involving the prevention of violence against law enforcement and ensuring officer resilience and survivability. The training, sponsored by the Bureau of Justice Assistance, included discussions of current threats, characteristics of an armed gunman, pre-incident indicators of violent assaults, street survival casualty care and surviving violent encounters. Among the trainers for the program were a retired FBI senior scientist and clinical forensic psychologist along with several police chiefs. Special Agent Dove gained valuable knowledge during this training program that will be used to advance the firearms training provided to ABC agents.

ABC Opens a New Enforcement Office

In late November the Bureau of Law Enforcement opened a new Fredericksburg enforcement office. This new regional office improves customer service for the licensees located in this area and increases the bureau's response to the public safety needs of these communities. The Fredericksburg region encompasses Fredericksburg City and the counties of Caroline, Culpeper, Essex, Goochland, Hanover, King and Queen, King George, King William, Lancaster, Louisa, Northumberland, Orange, Richmond, Spotsylvania, Stafford and Westmoreland. The office is staffed by a special agent in charge, an assistant special agent in charge, eight special agents and an administrative staff.

Agents in this region regularly monitor locations known to attract underage individuals that attempt to purchase or have an of-age person purchase alcoholic beverages for them. During a recent investigation in the City of Fredericksburg, agents observed an individual over age 21 purchase and provide alcohol to three underage individuals. The agents arrested the four individuals charging the of-age person with purchasing alcohol for an underage person and the three other individuals with underage possession of alcohol which are all Class 1 misdemeanors.

On the Border

Special agents from the Lynchburg Regional Office have seen an increase in the availability of untaxed liquor being seized primarily on the Virginia and North Carolina border. During a one-week time period approximately 470 grams of marijuana, 76 gallons of untaxed liquor, two firearms and one stun gun were recovered in one border county. This continues to be part of an ongoing investigation as agents follow up on leads and information. Individuals with any information related to the illegal manufacturing or selling of alcohol should contact their local ABC enforcement regional office.

Craigslist and Coquito Don't Mix

Northern Virginia special agents recently concluded an investigation involving the illegal sale of a traditional ethnic drink containing rum popular during the holiday season. The drink, known as "coquito," was advertised on Craigslist by an Arlington County resident. Purchases of the drink were made on two separate occasions by ABC special agents. Arrests were made for "Illegal sale of alcoholic beverages," which is considered a Class 1 misdemeanor, punishable by confinement in jail for not more than 12 months, a fine of not more than \$2,500, either or both. Samples of the purchases were submitted to the Virginia Forensics Laboratory for analysis.

The sale of alcoholic beverages by persons not licensed by ABC is illegal and poses particular public safety concerns. Such sales also have a negative economic impact on those operating properly licensed businesses.

Partnering with Local Enforcement

After receiving complaints of public safety concerns, ABC special agents in the Hampton Regional Office partnered with the Hampton Police business improvement unit to patrol retail establishments, streets and parking lot areas in the Power Plant and Town Center sections of the city. In January agents issued 24 summonses, including drinking in public, urinating in public and traffic-related offenses. The agents also arrested six people for driving while intoxicated, possession of marijuana, possession of heroin, drunk in public, resisting arrest and possession of synthetic spice drug.

Similar operations will continue in the Hampton region as additional alcohol impact districts are identified. The two enforcement agencies expect to continue this partnership in an effort to address public safety concerns.

bourbon, has held a license since the year after prohibition ended (1934) and was Virginia's (as well as the East Coast's) first (and thereby, oldest) licensed distillery.

Yet even a distillery as large as A. Smith Bowman has recognized the public's interest in craft distilleries. The distiller has carved a niche for itself by producing three aged bourbons that are distilled, aged and bottled at its Fredericksburg distillery, reminiscent of a micro-distillery.

Bowman Brother's Small Batch Bourbon, John J. Bowman Single Barrel Bourbon and Abraham Bowman Limited Edition Whiskey are distilled in a 1,800-gallon copper still affectionately called Mary, after Mary Height Bowman, the great-great-grandmother of the distiller's founder.

Rum, gin and vodka produced elsewhere and shipped in are also bottled at the Fredericksburg facility.

Taking Note from the Wine and Beer Industries

Like Virginia's wineries and craft breweries which together number more than 250, several Virginia distilleries are realizing the importance of catering to the customer with newsletters, websites, tours and tastings. Virginia Sweetwater Distillery offers educational workshops and behind-the-scene tours of its 600-square-foot facility. On its "Still Nights," participants enjoy a catered dinner before immersing themselves in a four-hour workshop where they actually help stir the mash, collect the heads and even run the bottling machine. "Folks use their senses of sight, sound, smell and taste as they learn about fermentation, proofing and still operation in the heart of the middle Appalachians," Shumaker said.

Virgilina Distilling Company, licensed, but still in the start-up phase, will feature a tasting area and gift shop in the front of its 1885 mercantile building where dynamite was once sold to support the Halifax county area's copper and gold mining industry. The distillery is owned by four Whitt/Witt sisters and produces Four Whitts Virgilina Belle Corn Whiskey, which was just approved for listing in ABC stores.

Copper Fox Distillery in Sperryville offers tours of its facility where Rick Wasmund's family business produces Wasmund's Single Malt Whiskey, Single Malt Spirit, Rye Spirit and Copper Fox Rye Whisky, which are all carried in ABC's stores.

Copper Fox along with A. Smith Bowman and three other distilleries cater to their customers in another unique

way. Each meets the legal requirements permitting them to sell their products on site, much like wineries.

It's The Law

It took legislation to make this happen. The Code of Virginia is very specific regarding the distribution of liquors. Unlike wine and beer, which can be purchased from any farm winery or brewery holding an ABC license, distilled spirits can be sold only at government (ABC) stores.

Legislation enacted in 2006 (statute 4.1-119) permitted Copper Fox to open a government store. The provision authorized state stores for licensees using at least 51 percent of agricultural products grown on the licensee's farm or on Virginia land leased by the licensee to operate as a state store. In Copper Fox's case the grain used in producing its whisky was developed by Virginia Tech and is grown on the state's Northern Neck. Virginia ABC carries four of the distillery's products.

Subsequent legislation added four other provisions for qualifying as a state store including:

- (1) licensees which operate as nonprofit associations owning property significant in American history—Mt. Vernon;
- (2) licensees operating a museum on the grounds of a historical building or site—A. Smith Bowman;
- (3) licensees USDA-certified as organic distilleries—Catocin Creek; and
- (4) licensees employing traditional distilling techniques including the use of authentic copper pot stills... in any county with a population of less than 20,000—Virginia Distilling Company.

Each provision is unique to a distillery and was introduced by a legislator on the distillery's behalf. For these five distilleries, qualifying as a state store is an advantage because they're able to sell their product directly to consumers on the premise. The price of the spirits is the same as it is in Virginia ABC's 343 retail stores. The convenience is that the consumer is able to make the purchase while the product still has top-of-mind awareness.

(Top) Mary Ahrens pours a sample of Bowman's small batch straight bourbon whiskey for visitors to sample at the completion of a tour.

(Bottom) Bowman's Fredericksburg warehouse contains the entire stock of A. Smith Bowman's whiskey in nearly 5,000 palletized barrels.

Made in Virginia

Of the 2,345 active products carried on Virginia ABC's price list, 21 are distilled in the commonwealth. Customers looking for a bottle of A. Smith Bowman's Bowman Brother's Small Batch Bourbon can find it in most of ABC's 343 stores. However, the products of smaller distillers with more limited production capabilities aren't as widespread. Virginia Sweetwater Distillery's Warn Horn Whiskey will be sold in just 80 stores in the Marion vicinity. (Shumaker opted for the limited distribution and selected the stores that will carry his product.) Customers and licensees looking to purchase spirits with limited distribution can request it through their local store manager, and the bottle will be shipped to that store.

Virginia distillers, particularly those who view themselves as craft distillers,

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Farm Winery Best Practices

FARM WINERIES are required to maintain a variety of documents in order to be compliant with ABC regulations. Charlie Lintecum from ABC's Tax Audit Division suggests these best practices for farm wineries to follow when removing bottled wine from bonded storage.

- Keep an inventory log of what is on hand in the bonded area and make an entry each time wine is removed. Conducting regular inventories of bonded wine and reconciling the counts with inventory logs and/or systems can help minimize issues.
- Create specific documentation each time wine is removed from the bonded area. (This effort can also help minimize issues.) Remember purchase orders are required when moving product to tax-paid areas. A best practice would be to create a separate purchase order for each festival, remote and tasting room. For festivals, add a second sheet noting what wines are left over (and thus added to the tasting room) to help track items for future use. Creating individual documents for each transaction also helps in researching issues when numbers do not reconcile.

Lintecum said these ideas are suggestions to help keep required records organized and complete. They are not requirements (other than the purchase orders) nor are they meant to make your business practices cumbersome. For more information on tax management issues email tax.audit@abc.virginia.gov. ■



NEW PRODUCTS IN ABC STORES

NAME OF PRODUCT	SIZE	PRODUCT CODE
Bourbon / Whiskey		
Angel's Envy Kentucky Straight Bourbon Port Barrel	750 ml	016562
Four Whitts Virgilina Belle	750 ml	027270
Georgia Moon Peach Fruit Jar	750 ml	027503
Hudson Baby Bourbon	375 ml	018660
James E. Pepper 1776 Rye Whiskey	750 ml	027051
Junior Johnson's Midnight Moon Cranberry	750 ml	076046
Ole Smoky Moonshine Cherries	750 ml	086728
Ole Smoky Peach Moonshine	750 ml	086732
Ole Smoky Tennessee Moonshine Original	750 ml	027324
Smooth Ambler Old Scout Bourbon	750 ml	027590
Sinfire Cinnamon Whisky	750 ml	066790
Virginia Sweetwater Moonshine	750 ml	027328
Yukon Jack Jacapple	750 ml	067273
Yukon Jack Wicked Hot	750 ml	067275
Brandy		
Twenty Grand	750 ml	077577
Canadians		
Collingwood Canadian	750 ml	013042
Cordials		
Combiar Liqueur D'Orange	750 ml	064769
Cointreau Noir	750 ml	064775
Nuvo Peach Cobbler	750 ml	066055
Nuvo Red Velvet	750 ml	066059
Pisa Liqueur	750 ml	066228
Dekuyper Crave Chocolate Cherry	750 ml	073571
Rum		
Margaritaville Premium Silver Rum	750 ml	042132
Shellback Silver Rum	750 ml	042437
Scotch		
Paddy Old Irish Whiskey	750 ml	015818
Virginia Highland Malt Whisky	750 ml	010380
Tequila		
Tanteo Jalapeno Tequila	750 ml	067032
Casa Noble Crystal	750 ml	087266
Tequila Ocho Plata	750 ml	088633
Apocalypso Reposdo Tequila	750 ml	088885
Tequila Ocho Reposado	750 ml	089961
Virginia Wine		
Autumn Hill Chardonnay	750 ml	900802
Fox Meadow Cabernet Franc	750 ml	0917216
Vodka		
Absolut Hibiskus Vodka	750 ml	033945
Three Olives Whipped Cream Vodka	750 ml	033947
Double Cross Vodka	750 ml	034065
Stoli Chocolot Kokonut	750 ml	034486
Skinnygirl White Cherry Vodka	750 ml	040489
New Amsterdam Peach Vodka	750 ml	040594
Burnett's Maple Syrup Vodka	1.75 L	040610
Cathead Honeysuckle Vodka	750 ml	041570
American Harvest Organic Spirit	750 ml	071731
Smirnoff Sorbet Light Lemon	750 ml	077363
Smirnoff Sorbet Light Mango Passion	750 ml	077375
Smirnoff Sorbet Light Raspberry Pomegranate	750 ml	077378

This list includes new products approved for ABC stores in January 2013.

create value for the spirits industry, said Shumaker. "Craft distillers bring distinct flavors and blends that large producers cannot match. Many of these flavors are unique to the region."

"Quality control is constant," said Rick Wasmund of Copper Fox, a family-owned distillery in Sperryville. "You must taste/test every batch."

These artisan distillers are producing small batch bourbons, organic whiskies, even gluten-free vodkas, some which are award winning. The Parched Group's Cirrus Vodka claimed gold and silver medals in the San Francisco World Spirits Competition.

Virginia distillers are enabling the commonwealth the chance to create its own identifiable brands that can compete with Tennessee and Kentucky spirits. And craft distillers take great pride in these products.

This is good news for the licensee interested in crafting cocktails with local spirits. Bartenders "have the option of providing a local spirit, made by hand, to their customers," said Schumaker.

Good Business

Customers support Virginia products in a big way. The Parched Group has experienced continuous growth and expansion into additional states every year since its Cirrus Vodka went on the market in 2006, said Paul McCann, owner and distiller. Scott Harris, owner and general manager of Catocin Creek Distilling Company in Purcellville, said his company has doubled its sales every year since he opened in 2010. A. Smith Bowman and other distillers share similar success stories.

And good business for the distiller means good business for Virginia. Virginia's 17 distillers generated an estimated \$1.9 million in revenue for the commonwealth in 2012.

"ABC has been very helpful in helping us grow," said Truman Cox, the recently deceased master distiller at A. Smith Bowman. Schumaker adds that ABC gives the small producer a level playing field. "ABC gives us the best opportunity to thrive in an industry that is traditionally beset by big money producers," he said. Corn whisky (moonshine) sales alone increased by 156 percent during Fiscal Year 2012.

These distilleries also bring tourism dollars to the state by providing a unique guest experience. The future of Virginia distilleries is bright with dreams of creating a whisky trail along the I-81 corridor. Happy trails... ■

RSVP & MART 2013 SUMMER SCHEDULE

Register today for RSVP & MART Classes!

RSVP and MART are unique training programs for sellers & servers (RSVP) and managers & owners (MART) of Virginia's licensed establishments—all sessions are taught by ABC special agents. Register online via ABC's website (www.abc.virginia.gov) and receive automatic email confirmation, directions to the training site and parking instructions. Follow us on Twitter for the latest training news! For more information, please visit the website, email education@abc.virginia.gov or call (804) 213-4571.

MAY (RSVP)

5/14, Charlottesville

Va. Dept. of Forestry, Fontaine Research Park, 900 Natural Resource Dr., Suite 800, 1st floor, 1–4 p.m.

5/15, Chesapeake

Chesapeake Regional ABC Office, 1103 South Military Hwy., (two sessions) 9 a.m.–12 p.m. & 1–4 p.m.

5/8, Danville

Institute for Advanced Learning and Research, 150 Slayton Ave., 10 a.m.–1 p.m.

5/22, Alexandria

Alexandria Regional ABC Office (Fairfax County), 6308 Grovedale Dr., (two sessions) 9 a.m.–12 p.m. & 1–4 p.m.

5/22, Hampton

Old Dominion University / Peninsula Higher Education Center 600 Butler Farm Rd., 9 a.m.–12 p.m.

5/22, Richmond

Brown Distributing, 7986 Villa Park Dr., 1–4 p.m.

5/22, Wytheville

Wytheville Meeting Center, 333 Community Blvd., 9 a.m.–12 p.m.

JUNE (RSVP)

6/4, Abingdon

Southwest Virginia Higher Education Center, One Partnership Circle, 9 a.m.–3 p.m.

6/4, Charlottesville

Va. Dept. of Forestry, Fontaine Research Park, 900 Natural Resource Dr., Suite 800, 1st floor, 10 a.m.–4 p.m.

6/11, Fredericksburg

Lee Hill Building II, Suite 101, 10304 Spotsylvania Ave., 9 a.m.–3 p.m.

6/19, Chesapeake

Chesapeake Regional ABC Office, 1103 South Military Hwy., 9 a.m.–3 p.m.

6/19, South Hill

South Hill Police Department, 103 South Brunswick Ave., 10 a.m.–3 p.m.

6/26, Alexandria

Alexandria Regional ABC Office (Fairfax County), 6308 Grovedale Dr., 10 a.m.–4 p.m.

6/26, Hampton

Old Dominion University / Peninsula Higher Education Center 600 Butler Farm Rd., 9 a.m.–3 p.m.

JULY (RSVP)

7/11, Lynchburg

Lynchburg Regional ABC Office, 20353-A Timberlake Rd., 1–4 p.m.

7/11, Roanoke

Roanoke Regional ABC Office, 2943-D Peters Creek Rd., 9 a.m.–12 p.m.

7/11, Staunton

Staunton Regional ABC Office, 460 Commerce Square, 9 a.m.–12 p.m.

7/16, Fredericksburg

Lee Hill Building II, Suite 101, 10304 Spotsylvania Ave., 9 a.m.–12 p.m. & 1–4 p.m.

7/17, Chesapeake

Chesapeake Regional ABC Office, 1103 South Military Hwy., (two sessions) 9 a.m.–12 p.m. & 1–4 p.m.

7/17, Richmond

Brown Distributing, 7986 Villa Park Dr., 1–4 p.m.

7/31, Alexandria

Alexandria Regional ABC Office (Fairfax County), 6308 Grovedale Dr., (two sessions) 9 a.m.–12 p.m. & 1–4 p.m.

7/24, Hampton

Old Dominion University / Peninsula Higher Education Center, 600 Butler Farm Rd., 9 a.m.–12 p.m.



NEW PRODUCT HIGHLIGHTS

Virginia Sweetwater Moonshine Corn Whiskey

Size: 750mL | Proof: 85 | Code #: 027328

Virginia Sweetwater Moonshine Corn Whiskey, distilled in Marion, by Appalachian Mountain Spirits, is the legal version of a moonshine recipe handed down for generations and produced in small batches. This is true, mountain made corn whisky. It can be enjoyed straight, over ice or in your favorite mixed drink.

Skinnygirl White Cherry Vodka

Size: 750mL | Proof: 60 | Code #: 040489

White Cherry Vodka is the newest flavor extension of the Skinnygirl Vodka line. It has a rounded cherry fruit profile, delicately woven with the sweetness of creamy vanilla. It is great as a martini or mixed into your favorite cocktail.



Invalid Checks (continued from page 3)

ment order, closed account or an incomplete electronic fund transfer, a written warning will be issued and sent by mail to the offending retail licensee. Additional copies will be placed in the licensee file, forwarded to the appropriate regional special agent in charge, and to the special agent assigned the territory.

If an additional notification is received from any wholesaler within two years of the date of the written warning, a violation report will be issued citing the offending retail licensee. The Hearings Division will notify the retail licensee of the pending charge. In the event the retail licensee is brought to a hearing the wholesaler(s) involved will be subpoenaed to testify on behalf of the Board. Retail licensees desiring to offer evidence that the violation was beyond their control may do so through the informal hearing process. The retail licensee's assigned special agent will be notified of the results of the hearing process.

If you have any questions, please contact the ABC Compliance Unit at (804) 213-4632 or email compliance@abc.virginia.gov. ■